

Spring 2024 Funding Intake

Info Session – Feb 20, 2024

Topics for Today

1. Welcome & Introductions
2. Housekeeping (intro in chat & mute mics)
3. ETSI-BC Overview
4. Program information
5. Application tips
6. Criteria for decision making
7. Timelines
8. Q&A

Land Acknowledgment

We'd like to acknowledge that this meeting is being hosted on the homelands of the Sylix/Okanagan people.

The ETSI-BC service area includes 33 First Nations Communities, belonging to the Ktunaxa, Nlaka'pamux, Secwépemc, Sinixt, Stó:lō and Sylix/Okanagan Nations.

We also recognize the 14 Chartered Métis Communities in our service area.

We are grateful to live, work and play on this land.



Strong economy
Stronger communities

About ETSI-BC

Our Mandate

ETSI-BC is a catalyst in strengthening and diversifying the economy of the BC Southern Interior.

We help communities to realize their economic development aspirations by providing funding, resources and knowledge.

History and Structure

- 2006 - Created by the Province of BC
- April 2021 – Re-Launched as ETSI-BC, the Economic Trust of the Southern Interior
- Governance
 - 2 Regional Advisory Committees (RACs):
Local elected officials from Thompson-Okanagan & Columbia-Kootenay regions
 - Board: 8 elected officials, 5 provincial appointees

Who we Serve

Total population ~760,000

Areas included:

- 9 Regional Districts*
- 53 Municipalities
- 33 First Nations
 - 27 in Thompson-Okanagan RAC
 - 6 in Columbia-Kootenay RAC

* 7 full RDs plus part of the TNRD and FVRD

ETSI-BC Service Area



Our Strategic Pillars



BUILDING
Economic
Development
Capacity



SUPPORTING
Business
Resilience &
Growth



INNOVATING
& Advancing
Key Sectors



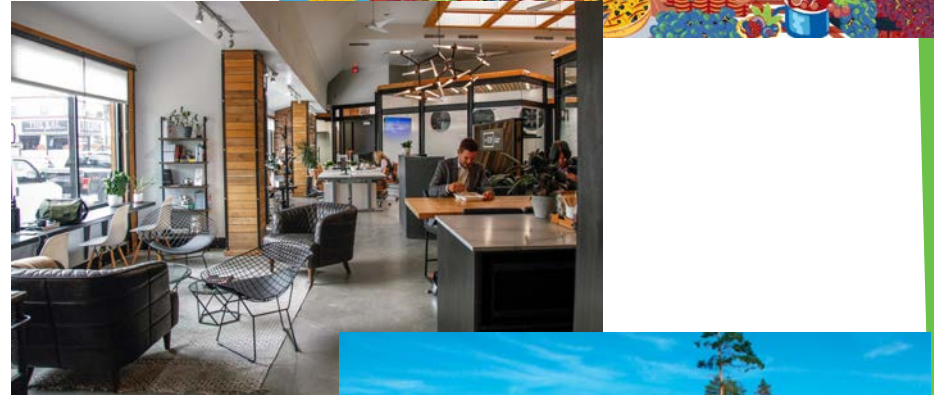
DEVELOPING
Human
Capital



CREATING
Value for the
Economic
Development
Ecosystem

Our Mandated Focus Sectors*

- Agriculture
- Economic Development
- Energy, Mining, Transportation
- Forestry
- Small Business
- Tourism/Sport
- Technology/Innovation



* As per our Enabling Legislation, the SIDIT Act



**Strong economy
Stronger communities**

Spring Funding Intake Details

1. Building Economic Development Capacity
3. Innovating and Advancing Key Sectors

Requirements for all Applicants

Applicants must:

- Be located in the ETSI-BC service area
- Be financially solvent and current with annual federal and/or provincial filings
- Have no more than two approved projects in the previous 4 intakes
- Total funding in one community may not exceed a combined grant total of \$50,000 per intake

**These limitations apply to all core funding streams*

Funding Stream 1 - Objectives



- Enhance the capacity of smaller, rural & First Nations communities to fulfill their ED aspirations and goals
- Support local and regional economic development projects
- Facilitate strategic partnerships and encourage collaboration between communities and CED groups

Funding Stream 1 - Who can Apply?



BUILDING
Economic
Development
Capacity

- Local governments, (municipalities and regional districts) and associated economic organizations
- First Nations Communities and their economic development corporations
- Non-profit business support organizations
- Industry Associations
- Accelerators

**Applicants must be located in the ETSI-BC service area*

Project Types: Small Scale

Purpose: research and planning capacity

- Max grant \$20,000*
- Projects in communities with <7,500 residents are eligible for 100% funding*
- Projects in communities with >7,500 residents may receive 50% funding

** Pending Board approval*

Examples of Small-Scale Projects



Economic development planning/research
(i.e., community branding, strategic plans, revitalization plans, broadband assessments)



Business retention/attraction strategies
(i.e., business walks, community engagement)



Business diversification
(i.e., supply chain analysis)



Industry/workforce engagement
(i.e., workforce analysis, attraction strategy)

Project Types: Large Scale



BUILDING
Economic
Development
Capacity

Purpose: to assess, initiate or implement economic development projects

- Max grant \$50,000
- Applicants may receive up to 50% funding of project budget
- Applicants must have a financial contribution to the project

Examples of Large-Scale Projects



Business Diversification

(i.e., capital investment analysis; business attraction campaign; labour force attraction campaign)



Sector Development

(i.e., co-working space, food hub, supply chain development, tourism development)



Community Revitalization

(i.e., shop local campaign, downtown beautification program, improve a community-use facility)

Collaborative/Regional Projects



Purpose: assess, initiate or implement an economic development projects with regional impact

- Max grant \$50,000
- Priority given to collaborative projects with First Nations and local/regional governments
- Applicants may *receive up to 60% funding* of project budget
- Collaborative partners must each contribute financially to the project

Collaborative/Regional Project Examples

- Business diversification
- Industry sector development
- Labour market attraction
- Major capital investment analysis
- Region-wide business attraction initiative

*Projects must have **regional focus** and impact*

Funding Stream 3 – Objectives



INNOVATING
& Advancing
Key Sectors

- Encourage initiatives in support of innovation at *regional or sector level*
- Improve competitiveness of key industry sectors
- Support creation and growth of industry clusters
- Support initiatives aimed at transitioning to a Net Zero economy
- Support initiatives which focus on reducing environmental impacts

Funding Stream 3 - Who Can Apply?



INNOVATING
& Advancing
Key Sectors

- Economic Development organizations (Indigenous and non-Indigenous)
- Non-profit business support organizations
- Industry Associations
- Co-operative Groups
- Business Accelerators

Funding Stream 3 - Funding Terms

- Maximum grant \$50,000
- Applicants may receive up to 75% funding of the total project budget
- Applicants must financially contribute at least 25% of the project budget
- In-kind contributions may not exceed 15% of the ETSI-BC grant request
- Priority given to projects with higher leveraging



INNOVATING
& Advancing
Key Sectors

Stream 3 Project Examples

 Industry wide workforce attraction

 Regional tourism strategic plan

 Industry recycling feasibility

 Regional cleantech study

 Industry association supply chain study to on-shore manufacturing

 Industry association member support for a specific initiative

 Regional agriculture initiatives

Helpful Tips

Application Tip 1: *Prepare*

- Read the [Application Guides](#)
- Review the list of funded projects from last year on our website
- Look at the [Stories page](#) of our website for inspiration & ideas



Talk to us before starting an application

Application Tip 2: *Rationale*



- Clear project rationale –why is your project important?
- Reference prior work, data or studies to support your rationale
- What are the expected economic outcomes?
- Need support from the economic development entity in your community, if that is not you
- Letters of support – not a template
- Partners are active project participants

Application Tip 4: *Project Type/Scope*

- Your project may seem to fit in several project types. If not sure, ask us which application to complete
- Ensure that the project builds capacity – does more than your usual business activities
- No shotgun approach – only submit one application per organization
- Consider whether you can do the project with less funding. If you receive less, what can still be done?



Application Tip 5: *Workplan*



- Project must start after funding approval
- Any activities prior to funding approval are ineligible for funding
- Success measures - Not all metrics apply
- Outputs vs outcomes
- Specify a final project end date - reporting
- Be realistic with your timelines – max 12 mos.
- Identify the signatory to the project



Other Key Info

Register on our Grant Application Portal

<https://etsi-bc.smartsimple.ca>

etsiBC Economic Trust of the Southern Interior

Login

✉ Email

🔑 Password

Log In

[Forgot Password?](#)

[New to the system?](#)

Welcome to Economic Trust of the Southern Interior

Welcome to the ETSI-BC Portal, where you can apply for ETSI-BC grants and sign up for our newsletter.

ETSI-BC is an Economic Development Trust set up to support strategic investments in economic development initiatives that create employment, enhance business performance, leverage partnerships, help diversify local economies and add value to the people and communities in our region.

Our service area is bounded by the US border to the south, the Alberta border to

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Funding Decisions

1. Evaluation/scoring criteria set by ETSI-BC Board
2. Due diligence by ETSI-BC Grant Team
3. Review and recommendation by ETSI-BC Regional Advisory Committees
4. Approval/conditional approval by CEO

*Available combined funding

Application / Decision Timelines

March 11, 2024	Spring Funding Intake opens
April 12, 2024	Spring Funding Intake closes
April 15 – May 31	Due Diligence/ applicant follow up
June 14	RAC review/recommendation
June 17 – 21	Applicants advised
June 24 – 28	Contribution Agreements provided
	First installment disbursed upon signing

The ETSI-BC Team



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Kelowna



Questions? Who to Contact

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Connect with us!

LinkedIn

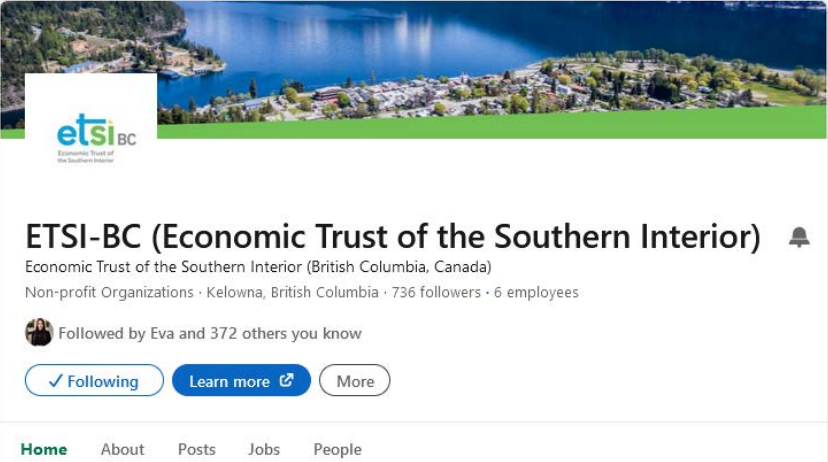
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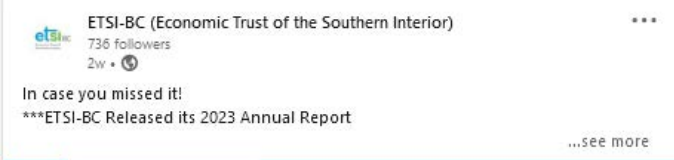
@etsi_bc

eNews

www.etsi-bc.ca



The screenshot shows the LinkedIn profile for ETSI-BC (Economic Trust of the Southern Interior). The profile picture is a scenic view of a town by a lake. The header includes the ETSI-BC logo and the text "Economic Trust of the Southern Interior (British Columbia, Canada)". Below the header, it states "Non-profit Organizations · Kelowna, British Columbia · 736 followers · 6 employees". A notification bell icon is visible. The main content area shows "Followed by Eva and 372 others you know" and three buttons: "Following", "Learn more", and "More". At the bottom, there are navigation tabs for "Home", "About", "Posts", "Jobs", and "People".



The screenshot shows a LinkedIn post from ETSI-BC. The post header includes the ETSI-BC logo, the name "ETSI-BC (Economic Trust of the Southern Interior)", "736 followers", and "2w •". The main text of the post reads "In case you missed it! ***ETSI-BC Released its 2023 Annual Report" followed by a "...see more" link.



The image is the cover of the ETSI-BC 2023 Annual Report. It features a scenic landscape with a vineyard in the foreground, a town, and mountains in the background. The ETSI-BC logo is prominently displayed in the center, with the text "Economic Trust of the Southern Interior" and "ANNUAL REPORT 2023" below it.



**We look forward
to working with you!**